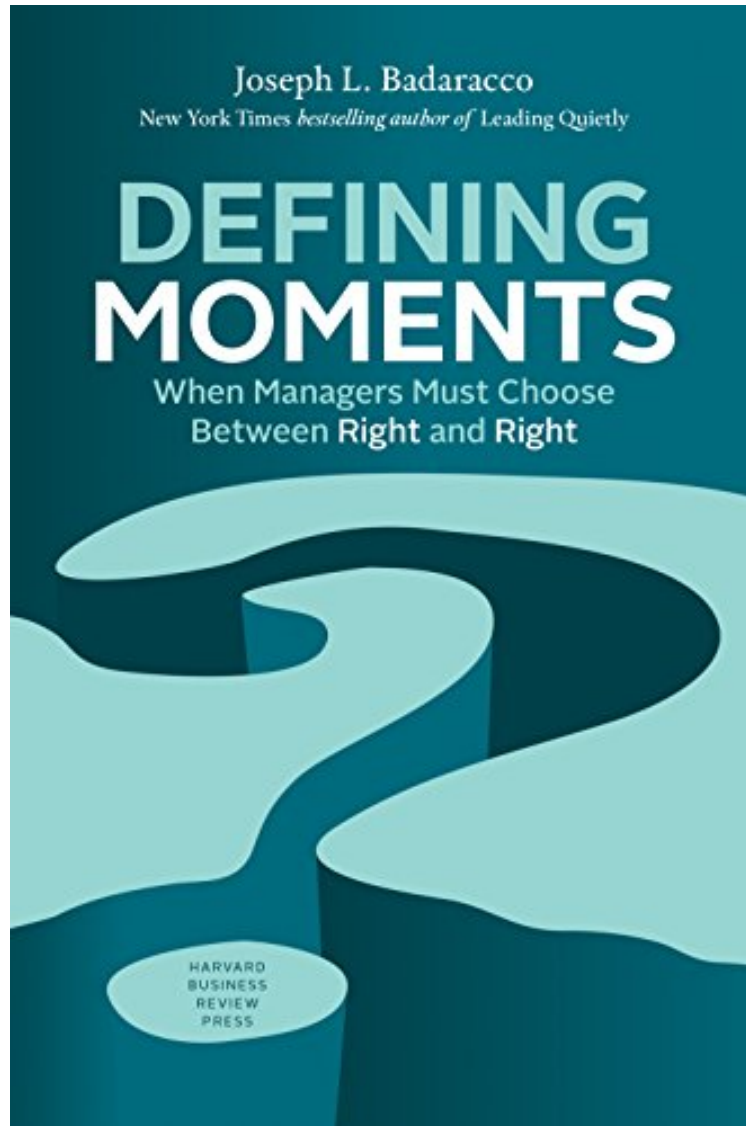


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Defining Moments: When Managers Must Choose Between Right and Right

Joseph L. Badaracco Jr.

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0 of 0 people found the following review helpful. I am delighted by this book and very pleased to recommend it ...By J. BarnesI am delighted by this book and very pleased to recommend it to all. The book certainly lives up to its title and is a great adjunct for me in teaching business ethics beyond the core philosophies at the Master's degree level.

Apart from the ethical issues this book has inspired me to look more to literature both historical and cultural's part of forming my lectures and delivering them. I have purchased several of the books and DVD's cited in this lovely book. John Barnes Bangkok Thailand 0 of 0 people found the following review helpful. No page numbers on the digital version By imswen So far I like the content of this book, but I bought it for a class and without the page numbers was really hard to follow what I was supposed to read for each assignment. If you are getting this for leisure reading, the digital version should work fine for you, but I am very disappointed that I cannot tell what page I am on since I am reading this for a class. I am not sure what I am going to do if I end up having to cite any of the material... 0 of 0 people found the following review helpful. Right vs wrong or right vs right? By Andrew Defining Moments is a thought provoking look at the moral and ethical element of decision making in the workplace. One of the most interesting ideas in this book is the concept that many decisions in the workplace are not between right and wrong, but rather decisions between right and right. This book will open your mind to new ways of evaluating decisions in the workplace.

When Business and Personal Values Collide Defining moments occur when managers face business decisions that trigger conflicts with their personal values. These moments test a person's commitment to those values and ultimately shape their character. But these are also the decisions that can make or break a career. Is there a thoughtful, yet pragmatic, way to make the right choice? Bestselling author Joseph Badaracco shows how to approach these dilemmas using three case examples that, when taken together, represent the escalating responsibilities and personal tests managers face as they advance in their careers. The first story presents a young manager whose choice will affect him only as an individual; the second, a department head whose decision will influence his organization; the third, a corporate executive whose actions will have much larger, societal ramifications. To guide the decision-making process, the book draws on the insights of four philosophers Aristotle, Machiavelli, Nietzsche, and James who offer distinctly practical, rather than theoretical, advice. Defining Moments is the ultimate manager's guide for resolving issues of conflicting responsibility in practical ways.

This solid, penetrating work, obviously deeply felt by the author, is likely to be well received by boomer managers. -- Library Journal "The book is well-crafted, readable and interactive. -- USA Today -- USA Today From the Back Cover "So much of making sound decisions comes from asking smart questions. Defining Moments asks all the right questions in a way that will help any manager who wants to reach judgments that are morally sensitive and professionally sensible." -- George Stephanopoulos, Visiting Professor at Columbia University, political analyst for ABC, and former adviser to the Clinton Administration Defining Moments outlines a refreshingly realistic approach to ethics in management. Badaracco shows how managers can choose, without sacrificing their values, between multiple acceptable solutions--not the one right answer that most ethicists claim exists. It is a book to be put into practice, not just read and set aside. -- Andrall Pearson, Chairman CEO, PepsiCo Food Division Critical decisions between shades of right are inescapable in our professional and personal lives and do create defining moments' for each of us. Badaracco brings a clarity to the decision process that I did not think possible. -- Gail Long, Senior Vice President, Group Executive, Large Corporate, BankBoston Finally, here's a book that helps us prioritize our personal and institutional loyalties and responsibilities in decision making, wend our way through real-life moral mazes, and develop our character in the process. A crystal-clear, practical writer, Badaracco provides a new and unorthodox approach to issues of great complexity. He offers pragmatic assistance to real people weighing conflicting duties, ends, and virtues of business life. -- William McLennan, University Chaplain, Tufts University About the Author Badaracco is a Professor at Harvard Business School and the Chair of the MBA Elective Curriculum.